



region, market

All

customer

All

segment, category...

All

2019

2020

2021

2022  
Est

Q1

Q2

Q3

Q4

YTD

YTG

## Net Sales

\$3,736.17M✓

LY: 823.85M

(+353.5%)

## GM %

38.08%✓

LY: 0.36

## Net Profit %

-13.98%!

LY: -0.07 (-110.79%)

## Forecast Accuracy

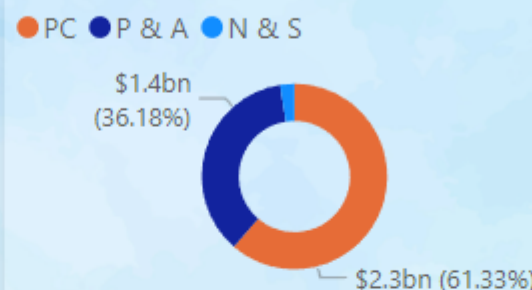
81.17%✓

LY: 80.21% (+1.2%)

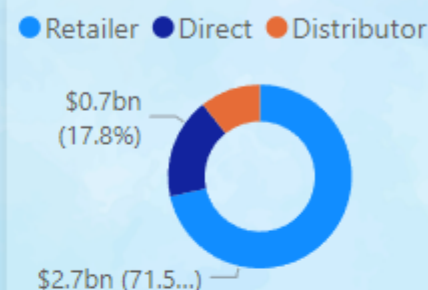
## Key Insights By sub Zone

sub_zone	NS \$	RC %	GM %	Net Profit %	market Share %	Net Error %	Risk
NA	\$1,022.1M	27.36%	44.97%	-14.22%	16.7%	14.35%	Excess Int
India	\$945.3M	25.30%	35.75%	-22.99%	16.7%	-24.37%	Out of Stock
ROA	\$788.7M	21.11%	34.19%	-6.32%	16.7%	-4.56%	Out of Stock
NE	\$457.7M	12.25%	32.80%	-18.09%	16.7%	-4.56%	Out of Stock
SE	\$317.8M	8.51%	37.03%	-4.00%	16.7%	-55.47%	Out of Stock
ANZ	\$189.8M	5.08%	43.50%	-7.39%	16.7%	-37.61%	Out of Stock
LATAM	\$14.8M	0.40%	35.02%	-2.95%	16.7%	3.37%	Excess Int
Total	\$3,736.2M	100.00%	38.08%	-13.98%	16.7%	-9.48%	Out of Stock

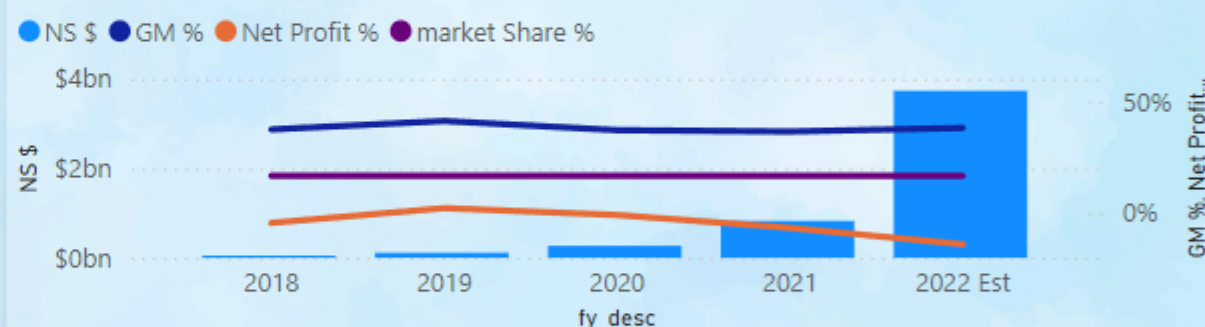
## Revenue By Division



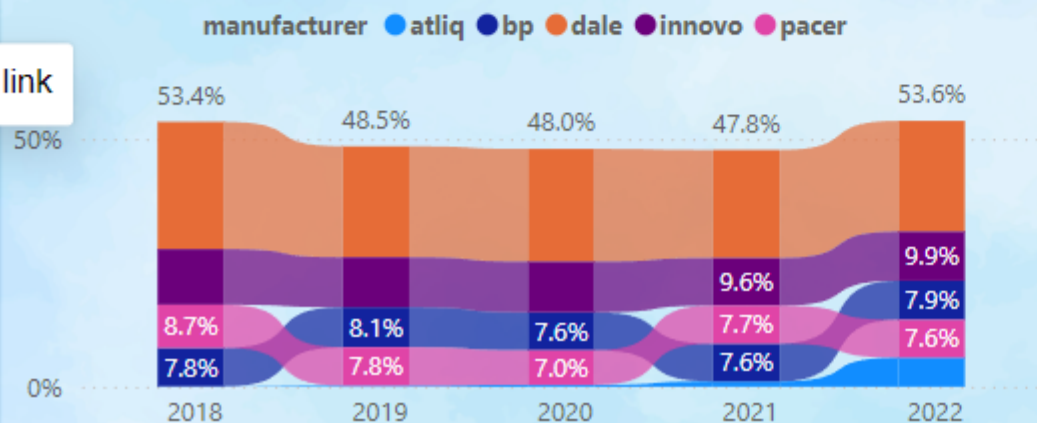
## Revenue By Channel



## Yearly Trend by Revenue, GM%, Net Profit %, PC Market Share %



## PC Market Share Trend - AtliQ and Competitors



## Top 5 Customers By Revenue

customer	RC %	GM %
Sage	3.42%	31.53%
Flipkart	3.71%	42.14%
AtliQ Exclusive	9.67%	46.01%
AtliQ e Store	8.14%	36.88%
Amazon	13.30%	36.78%
Total	38.23%	39.19%

## Top 5 Product By Revenue

product	RC %	GM %
AQ BZ Allin1 Gen 2	5.42%	38.51%
AQ Home Allin1 Gen 2	4.13%	38.71%
AQ HOME Allin1 Gen 2	5.70%	38.08%
AQ Smart 1	3.84%	37.42%
Total	23.19%	38.06%